

Opportunity #3:

At the Closing Table

Once you've brought the transaction to a final close, it's time to ask for their recommendation. Before leaving the closing table...

"John and Mary, I want to thank you for the privilege of working with you, as I've told you in the past your satisfaction with my performance makes all the difference in the growth of my business. Do you remember our first meeting when I told you I would request a recommendation at a later date? Well the time has come! May I ask you for that 5 star review? (Yes!) Great! I'd like to provide you with this card to make the process as simple as possible. Let me go over it quickly before we leave..."